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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 2 March 1991

SOUTHWESTERN REGION (SWPA)

Arkansas College
University of Arkansas - Fayetteville
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
UT - Pan American
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso
University of Texas - Tyler

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (February 8, 1991, through March 8, 1991) and cumulatively (September 1, 1990, and March 8, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	18	421	$27972	$28375	*	*	*	234	1618	$26493	$26603	$30000	$27000	$24000
BUSINESS ADMIN (INCL MGMT	1	47	22000	24948	*	*	*	40	431	22091	23096	29000	20900	16300
DISTRIBUTION MANAGEMENT	+	5	+	28500				+	8	+	27613			
ECONOM & FINANCE (BANKING	8	87	30250	26679	*	*	*	70	464	26211	25002	31000	27000	20800
HOTEL/RESTAURANT MGMT.	+	9	+	20061				1	38	18000	21097	*	*	*
HUMAN RSRCS (incl LABOR R	+	8	+	25375				2	46	23500	24027	*	*	*
MANAGEMENT INFO SYSTEMS	3	17	30000	29077	*	*	*	63	164	27759	27781	31000	28200	24000
MARKETING/MARK MGMT (RESR	8	69	28358	25528	*	*	*	75	456	23182	23540	28200	23000	18000
REAL ESTATE	+	+	+	+				+	4	+	20080			
COMMUNICATIONS														
ADVERTISING	+	9	+	22433				1	35	24700	21767	*	*	*
COMMUNICATIONS	+	23	+	21644				11	104	21573	21583	*	*	*
JOURNALISM	+	18	+	20510				5	59	19480	18833	*	*	*
TELECOMMUN/BROADCASTING	+	8	+	26250				+	17	+	23106			
EDUCATION														
ELEMENTARY EDUCATION	+	27	+	18665				32	191	19154	19937	21000	20000	17000
PRE-ELEMENTARY EDUCATION	+	+	+	+				+	25	+	17139			
PHYSICAL EDUCATION	+	1	+	16305				4	21	21173	19120	*	*	*
SPECIAL EDUCATION	+	2	+	23000				4	36	21425	23017	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	+	+	+				+	9	+	19411			
TEXTILES & CLOTHING	+	13	+	20015				2	23	19250	20978	*	*	*
MERCHANDISING MANAGEMENT	+	3	+	21833				1	24	17000	21388	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	5	+	19484				1	15	24000	21434	*	*	*
LETTERS (incl English, Li	+	13	+	22346				6	52	22617	21681	*	*	*
VISUAL & PERFORMING ARTS	+	14	+	17767				+	42	+	19738			
HUMANITIES - OTHER	+	10	+	23248				3	32	18867	21856	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	9	+	19650				2	37	24352	21057	*	*	*
HISTORY	+	7	+	18034				3	24	19333	20447	*	*	*
POLITICAL SCIENCE/GOVT	+	13	+	21540				1	60	20200	21665	*	*	*
PSYCHOLOGY	+	20	+	19419				5	74	19815	18802	*	*	*
SOCIOLOGY	+	8	+	20150				+	38	+	18943			
SOCIAL SCIENCES-OTHER	+	12	+	19205				+	56	+	19088			
ENGINEERING														
AEROSPACE & AERONAUTICAL	5	6	29124	28110	*	*	*	15	74	30242	30318	*	*	*
AGRICULTURAL	+	1	+	25000				3	17	30667	31471	*	*	*
ARCHITECTURAL	1	1	29700	29700	*	*	*	19	26	31726	30727	*	*	*
BIOENGINEERING & BIOMEDIC	+	1	+	30000				1	4	28500	26875	*	*	*
CHEMICAL	60	120	38559	37985	$40800	$38600	$35000	207	685	36497	36990	40700	37500	28836
CIVIL	15	50	32427	31054	*	*	*	64	390	31828	29798	37000	32000	25400
COMPUTER	+	10	+	34270				4	73	28485	32056	*	*	*
ELECTRICAL/ELECTRONIC	37	94	33335	33073	36700	33000	30000	153	737	33589	32943	36900	33800	31000

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	+	+	+				+	2	+	$29700			
INDUSTRIAL	+	14	+	$33673				10	164	$29206	32058	*	*	*
MECHANICAL	42	144	$35672	34333	$38400	$36000	$32400	210	891	34665	33897	$38400	$36000	$29400
METALLURGICAL	+	9	+	33904				+	54	+	33803			
MINING (INCL GEOLOGICAL)	+	+	+	+				+	32	+	31018			
NUCLEAR	+	+	+	+				1	9	32700	32895	*	*	*
PETROLEUM	19	22	40816	40664	*	*	*	74	123	37718	38486	42500	38450	31200
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	+	10	+	29770				2	97	30600	27814	*	*	*
INDUSTRIAL TECHNOLOGY	+	3	+	31500				+	12	+	26042			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	15	+	22263				1	43	27000	21949	*	*	*
ANIMAL SCIENCES	+	8	+	20805				1	23	22500	21528	*	*	*
PLANT SCIENCES	+	2	+	20000				+	6	+	21413			
NATURAL RESOURCES	+	1	+	28080				+	8	+	21095			
OTHER AGRICULTURAL SCIENC	+	5	+	24338				+	23	+	25440			
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	47	34000	31146	*	*	*	58	395	31146	30153	35000	32050	25920
COMPUTER PROGRAMMING	+	+	+	+				+	15	+	29123			
INFORMATION SCIENCES & SY	+	22	+	30948				23	102	29257	28800	31500	30000	27000
SYSTEMS ANALYSIS	+	2	+	23500				+	3	+	21867			
HEALTH SCIENCES														
ALLIED HEALTH	2	10	36828	29696	*	*	*	10	59	27626	27774	*	*	*
HEALTH SCIENCES	+	1	+	24500				+	26	+	20944			
NURSING	+	3	+	25333				+	55	+	27964			
PHARMACY	+	21	+	40099				+	27	+	39633			
SCIENCES														
ACTUARIAL	+	2	+	22750				+	4	+	25225			
ARCHITECTURAL & ENVIRONME	+	1	+	25000				4	15	27575	25927	*	*	*
BIOLOGICAL	+	7	+	21902				4	30	23027	20410	*	*	*
CHEMISTRY	+	2	+	28840				3	37	33013	27625	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	3	+	23267				4	17	34050	27691	*	*	*
MATHEMATICS	+	8	+	21746				6	61	25817	25595	*	*	*
PHYSICS	+	+	+	+				4	13	26049	28176	*	*	*
OTHER PHYSICAL & EARTH SC	+	2	+	18400				1	4	19747	20637	*	*	*
POLYMER SCIENCE	+	+	+	+				+	+	+	+			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	220	1525						1448	8559					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	17	371	$27941	$28512	*	*	*	174	1234	$26973	$27135	$31000	$27000	$24000
ACCOUNTING (PRIVATE)	1	55	31000	27180	*	*	*	68	396	25589	24744	28700	27000	22000
COMMERCIAL BANKING (CNSMR	+	5	+	25600				3	28	22000	21850	*	*	*
COMMERCIAL BANKING (LENDG	+	10	+	24920				6	34	25582	23065	*	*	*
INVESTMT BANKING (CORP FN	+	+	+	+				1	13	28000	25577	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	24000			
INVESTMT BANKG (REAL EST)	+	1	+	20000				+	4	+	18875			
INVESTMT BANKG (SALES & T	+	+	+	+				2	11	28996	23963	*	*	*
FINANCIAL/TREASURY ANALYS	3	30	31833	28731	*	*	*	14	167	27400	26242	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	+	+	+				2	16	26250	21160	*	*	*
UNDERWRITING	1	16	22000	24000	*	*	*	10	71	22102	23705	*	*	*
INSURANCE - CLAIMS	+	6	+	19849				4	51	25743	22344	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	4	+	17145				+	14	+	19295			
MEDIA PLANNING	+	1	+	35000				+	5	+	25460			
REPORTING	+	+	+	+				1	13	15600	14975	*	*	*
PRODUCTION	+	7	+	21377				+	35	+	24503			
PUBLIC RELATIONS	+	11	+	20603				+	30	+	19384			
WRITING / EDITING	+	7	+	21586				1	20	27600	19635	*	*	*
MARKETING														
ADVERTISING	+	5	+	18800				2	17	22000	20135	*	*	*
BRAND/PRODUCT MANAGEMENT	1	11	32000	19066	*	*	*	2	68	28000	23855	*	*	*
BUYER/MERCHANDISING	+	37	+	21831				7	99	22686	22841	*	*	*
DISTRIBUTION	1	8	31964	29558	*	*	*	9	30	25896	26709	*	*	*
MARKET RESEARCH	+	2	+	27500				4	39	25641	25261	*	*	*
PURCHASING	+	3	+	29293				1	17	28200	24787	*	*	*
SALES	3	87	34293	25831	*	*	*	59	488	24266	24882	34000	23000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	+	3	+	21000				+	19	+	19870			
FINANC,TAXA, MONETARY POL	+	4	+	20725				+	42	+	22802			
ECONOMIC PROGRAMS	+	+	+	+				1	7	18200	22056	*	*	*
LAW ENFORCEMENT	+	6	+	21723				2	25	24352	22986	*	*	*
MILITARY	+	3	+	23667				3	26	19867	23803	*	*	*
NATIONAL SECURITY	+	3	+	16867				+	7	+	20229			
URBAN / REGIONAL PLANNING	+	4	+	17892				+	7	+	17261			
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	4	+	24500			
DESIGN / CONSTRUCT	23	63	32692	32387	$36900	$33300	$28200	121	440	32131	30781	36700	32400	27000
ENVIRONMENTAL/SANITATION	9	13	32830	31084	*	*	*	26	81	32254	30503	37164	32750	28200
MANUFACTURING/INDUSTRIAL	9	69	37344	34221	*	*	*	58	480	34722	33740	38500	36000	29400
SYSTEMS / PROGRAMMING	7	14	34100	33901	*	*	*	37	109	32904	32129	35400	33600	28800
POWER SYSTEMS	1	9	21201	30940	*	*	*	15	108	33963	32930	*	*	*
SOFTWARE DESIGN & DEVELOP	8	17	33688	33648	*	*	*	21	91	32202	32469	34500	32800	30600
HARDWARE DESIGN & DEVELOP	9	27	32422	32988	*	*	*	21	94	33530	33354	35100	34000	32000

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	6	32	$33825	$34059	*	*	*	28	173	$35008	$33937	$38600	$34750	$30000
TESTING	7	16	31803	31264	*	*	*	16	82	31726	30457	*	*	*
PROCESS ENGINEERING	69	101	39550	38696	$42000	$39500	$36700	220	553	37997	37480	41000	38000	34800
PROJECT ENGINEERING	18	47	37639	36312	*	*	*	98	403	34767	34231	39300	36000	27600
OTHER ENGINEERING	11	67	34009	33239	*	*	*	108	714	33105	32598	38300	33000	26400
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	1	+	22000				2	19	27500	24503	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	2	+	23916			
MEDICAL TECHNOLOGY	+	4	+	23925				7	28	26329	24349	*	*	*
NURSES / PERSONAL CARE	+	4	+	22120				+	51	+	27158			
OCCUPATIONAL THERAPY	+	5	+	28360				+	17	+	29035			
PHARMACIST	+	22	+	39483				+	28	+	39165			
PHYSICAL THERAPY	+	2	+	25545				+	4	+	19045			
RESPIRATORY THERAPY	2	2	36828	36828	*	*	*	2	3	36828	35885	*	*	*
OTHER HEALTH RELATED	+	5	+	20876				3	53	19832	24256	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	3	+	21240				+	15	+	20661			
COUNSELING	+	8	+	15363				1	41	18680	16686	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	15240			
SOCIAL WORK	+	6	+	20408				+	29	+	16927			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	+	43	+	30559				60	305	28616	28420	33000	28500	24000
INFORMATION SYSTEMS	+	13	+	31862				12	107	31357	29174	*	*	*
SYSTEMS ANALYSIS & DESIGN	1	15	31500	30872	*	*	*	51	191	29277	29761	33100	29100	25000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	2	+	30000				+	10	+	30424			
AGRICULTURE/NAT'L RESOURC	+	19	+	21821				2	55	22550	21431	*	*	*
ARCHITECTURE	+	1	+	25000				+	7	+	25057			
CONSULTING	6	38	29083	29047	*	*	*	27	175	28022	28662	31500	28000	24000
HUMAN RESRCS /INDUS RELS	+	6	+	25033				3	50	19733	22429	*	*	*
MANAGEMENT TRAINEE	7	100	27657	22954	*	*	*	86	594	22508	22256	28850	20928	18000
MATH/STATISTICIANS	+	3	+	20747				1	16	20195	23501	*	*	*
PARALEGAL	+	+	+	+				+	5	+	19000			
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	5	+	24400			
RESEARCHERS - TECHNICAL	+	+	+	+				+	16	+	29153			
TEACHING	+	48	+	19721				46	366	19919	20511	23000	20000	17000
TOTALS	220	1525						1448	8559					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SWPA REGIONAL Report No. 2 MARCH 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	10	15	$41450	$37500	*	*	*	90	142	$31888	$31118	$38500	$31000	$27000
MBA--NON-TECH	6	38	33818	36570	*	*	*	21	156	31781	33870	40000	32000	25000
MBA--TECH	+	7	+	50757				3	20	32100	39435	*	*	*
MS-BUSINESS	+	6	+	50654				+	7	+	49132			
ECONOMICS & FINANCE (BANK	+	28	+	44118				+	34	+	42209			
HUMAN RESOURCES (INCL LAB	+	1	+	35500				+	6	+	28817			
MANAGEMENT INFORMATION SY	+	+	+	+				3	7	34400	33886	*	*	*
MARKETING/MKTNG MGT (RESE	+	12	+	45745				+	14	+	45088			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	1	+	32800				+	6	+	27460			
JOURNALISM	+	1	+	21500				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				4	15	22025	24187	*	*	*
ELEMENTARY EDUCATION	+	+	+	+				4	26	22125	24472	*	*	*
PHYSICAL EDUCATION	+	+	+	+				3	4	28000	24500	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	+	+	+				3	9	20133	23896	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	12300	16650	*	*	*
LETTERS	+	+	+	+				1	4	24000	23500	*	*	*
VISUAL & PERFORMING ARTS	+	+	+	+				1	2	21000	21163	*	*	*
HUMANITIES - OTHER	+	2	+	35000				+	3	+	35000			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	1	+	12600				1	9	24900	23945	*	*	*
SOCIOLOGY	+	1	+	28000				1	3	20800	24267	*	*	*
SOCIAL SCIENCES - OTHER	1	2	30000	25500	*	*	*	1	13	30000	30853	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	1	1	40000	40000	*	*	*	1	8	40000	35640	*	*	*
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	+	+	+			
CHEMICAL	2	8	41700	40934	*	*	*	4	25	39810	39818	*	*	*

continued

SWPA REGIONAL Report No. 2 MARCH 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	9	10	$35512	$35110	*	*	*	18	60	$36595	$34900	*	*	*
COMPUTER	+	1	+	35200				1	2	39600	37400	*	*	*
ELECTRICAL/ELECTRONIC	4	21	38860	41129	*	*	*	17	86	37346	38078	*	*	*
INDUSTRIAL	+	+	+	+				1	18	31200	36437	*	*	*
MECHANICAL	+	10	+	36704				14	82	38189	38000	*	*	*
METALLURGICAL	+	+	+	+				+	16	+	38014			
MINING & MINERAL	+	+	+	+				+	13	+	35085			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	4	+	42300				6	22	43150	43523	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				2	2	21091	21091	*	*	*
HEALTH SCIENCES	+	1	+	25000				1	4	20000	26500	*	*	*
NURSING	+	+	+	+				+	+	+	+			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				1	5	35000	27239	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	+	+	+	+				+	2	+	24679			
CHEMISTRY	+	+	+	+				1	7	22000	32486	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	1	2	47000	45500	*	*	*	8	59	36138	36904	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				10	25	36062	36393	*	*	*
MATHEMATICS (INCL ACTUARI	+	1	+	35000				3	8	27067	26900	*	*	*
PHYSICS	+	+	+	+				1	3	31300	27219	*	*	*
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	34	174						226	839					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	35	+	$51463				1	72	$30000	$44058	*	*	*
MBA--TECH	+	8	+	54688				+	15	+	47100			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	3	33	$48000	53455	*	*	*	3	73	48000	45901	*	*	*
MBA--TECH	3	27	52333	57141	*	*	*	3	30	52333	55584	*	*	*
OVER 4 YEARS														
MBA--NON-TECH	1	20	49000	57315	*	*	*	1	69	49000	47032	*	*	*
MBA--TECH	1	14	51300	54693	*	*	*	1	30	51300	48400	*	*	*
TOTALS	8	137						9	289					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/8/91 THROUGH 3/8/91							CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	+	+	+				+	5	+	$54220			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	$43000				+	5	+	37214			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				+	1	+	30000			
FOREIGN LANGUAGES	+	1	+	45739				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	3	+	50000				+	5	+	50540			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				1	3	$54080	46027	*	*	*
CHEMICAL	3	3	$53820	53820	*	*	*	6	12	50927	52177	*	*	*
CIVIL	+	+	+	+				+	5	+	41399			
COMPUTER	+	1	+	45000				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	1	+	36000				3	9	57400	56133	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	36000				+	3	+	43468			
METALLURGICAL	+	3	+	47000				+	8	+	45930			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	1	+	36000			
BIOLOGICAL	+	+	+	+				+	1	+	33550			
CHEMISTRY	1	3	46200	49000	*	*	*	1	34	46200	49060	*	*	*
GEOLOGICAL (INCL GEOPHYS)	+	2	+	56000				1	7	36540	50549	*	*	*
MATHEMATICS	+	1	+	54400				+	6	+	38483			
PHYSICS	+	1	+	40000				+	2	+	40000			
POLYMER	+	1	+	53400				+	1	+	53400			
TOTALS	4	22						12	114					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BEST AVAILABLE COPY

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26791 175 34500/24000			22400 5			23400 3	26283 6	
BUSINESS ADMIN (INCL MGMT				31000 1		45000 1	20000 1		
ECONOM & FINANCE (BANKING	27124 5			25436 8	28000 1	24750 2	22250 2	29700 5	
MANAGEMENT INFO SYSTEMS	30333 3			27500 1		27500 2	28500 4	29857 7	
MARKETING/MARK MGMT (RESR							20000 2	26500 2	
COMMUNICATIONS	18000 1								
JOURNALISM						15600 1	18000 1		
LETTERS (incl English, Li				17500 1			28200 1		
HISTORY								18000 1	
PSYCHOLOGY								26900 1	
AEROSPACE & AERONAUTICAL									29000 1
ARCHITECTURAL								30667 6	29700 1
CHEMICAL								36209 7	31062 3
CIVIL								29856 9	
COMPUTER							29980 3		
ELECTRICAL/ELECTRONIC						31500 1	31380 1	31037 13	30000 1
MECHANICAL								33478 9	35373 6
COMPUTER SCIENCE	28000 3				32000 1	31667 3	34220 4		
INFORMATION SCIENCES & SY	30250 2						28000 3	30000 5	
ARCHITECTURAL & ENVIRONME	26500 1							28600 1	
BIOLOGICAL									19600 1
GEOLOGY & GEOLOGICAL SCI									43200 1
MATHEMATICS							27400 2		

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING						25750 2			
BUSINESS ADMIN (INCL MGMT		21600 5	20333 3	23078 4		17987 11			
ECONOM & FINANCE (BANKING	25000 8	21000 1		22333 3		23817 6		26700 1	
HOTEL/RESTAURANT MGMT.			18000 1						
HUMAN RSRCS (incl LABOR R				22500 1					
MANAGEMENT INFO SYSTEMS		25000 2		19850 2		25750 3			
MARKETING/MARK MGMT (RESR	17500 1	24000 1		23096 5		21243 28 28500/15600	42000 1		18000 1
ADVERTISING						24700 1			
COMMUNICATIONS		22000 2	18500 1			18733 3	21000 1		
JOURNALISM						21267 3			
TEXTILES & CLOTHING						19250 2			
MERCHANDISING MANAGEMENT						17000 1			
HUMANITIES - OTHER						20600 1			
CRIMINAL JUSTICE								24352 2	
HISTORY						24000 1			
PSYCHOLOGY				22500 1					
AGRICULTURAL						30667 3			
BIOENGINEERING & BIOMEDIC						28500 1			
ANIMAL SCIENCES						22500 1			
COMPUTER SCIENCE						24000 1			
CHEMISTRY				31500 1					
PHYSICS		22000 1							

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING					16500 1	20200 1		22750 2	
BUSINESS ADMIN (INCL MGMT			17433 3		29000 1	21284 2		21500 2	
MANAGEMENT INFO SYSTEMS			24720 5	29600 1		17653 2			25000 1
MARKETING/MARK MGMT (RESR						22767 3			
COMMUNICATIONS				25000 2					
ELEMENTARY EDUCATION					19154 32 23500/17000				
PHYSICAL EDUCATION					21173 4				
SPECIAL EDUCATION					21425 4				
LETTERS (incl English, Li			24000 1			20200 1	18200 1		
HUMANITIES - OTHER					14000 1	22000 1			
HISTORY						16000 1			
POLITICAL SCIENCE/GOVT						20200 1			
PSYCHOLOGY								16559 3	
AEROSPACE & AERONAUTICAL			33000 1			23567 3			
ARCHITECTURAL							25200 1		
CHEMICAL				28836 1	36200 1	31012 4	29418 2		
CIVIL			43420 2	33600 1		26626 2	27680 12		
ELECTRICAL/ELECTRONIC				32943 8		28192 3	30300 2		
INDUSTRIAL				29100 2		22782 2			
MECHANICAL				31080 6		22873 6	28750 1		
COMPUTER SCIENCE		33500 1		29753 2		23058 2	23000 1		27600 1
INFORMATION SCIENCES & SY			25000 1						
ALLIED HEALTH					18300 1			27045 8	41600 1

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BIOLOGICAL							18100 1		
GEOLOGY & GEOLOGICAL SCI						21600 1			
MATHEMATICS					17500 1				
PHYSICS						25098 2			
OTHER PHYSICAL & EARTH SC					19747 1				

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING					28668 1			25000 1	20[illegible]9 1
ECONOM & FINANCE (BANKING								18500 1	
MANAGEMENT INFO SYSTEMS					26000 1			29000 1	
MARKETING/MARK MGMT (RESR							14400 1		
AEROSPACE & AERONAUTICAL					31422 4				
ARCHITECTURAL								31000 6	
CHEMICAL								40800 1	37144 67 41200/34440
CIVIL								29000 3	33050 4
ELECTRICAL/ELECTRONIC				30000 1	32111 5		32400 1	32333 3	35340 5
INDUSTRIAL					27700 1			31000 1	
MECHANICAL					29925 12		34667 3	29560 2	36764 33 39000/35400
PETROLEUM									41000 2
AGRIBUSINESS						27000 1			
COMPUTER SCIENCE					31050 2				28800 1
ARCHITECTURAL & ENVIRONME								26400 1	
CHEMISTRY									33540 1

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING		26500 2			20000 1				26987 33 30600/25000
BUSINESS ADMIN (INCL MGMT			31000 1						26650 4
ECONOM & FINANCE (BANKING	31000 1		27000 1	29750 4					27769 17
HUMAN RSRCS (incl LABOR R				24500 1					
MANAGEMENT INFO SYSTEMS	28250 2	29100 1							29249 25 33900/27600
MARKETING/MARK MGMT (RESR	23875 4	27000 1	23057 7	27100 5					29366 4
COMMUNICATIONS									29600 1
AEROSPACE & AERONAUTICAL	31500 1	30500 1							32413 3
ARCHITECTURAL									35580 5
CHEMICAL	35265 4		38400 1	34600 1			35520 1	38900 2	36736 107 55000/28200
CIVIL									34237 28 42200/28224
COMPUTER	24000 1								
ELECTRICAL/ELECTRONIC	33690 41 42000/31500	33838 39 38400/31000	36533 3					37400 1	35855 21 42200/32460
INDUSTRIAL		31800 1					30600 1		33600 2
MECHANICAL	33375 4	33125 9	36833 6	33480 2				35000 3	36174 99 54800/30600
NUCLEAR	32700 1								
PETROLEUM									37627 72 55000/31200
ENGINEERING TECHNOLOGY		30000 1							31200 1
COMPUTER SCIENCE	30045 4	32298 6							32718 23 38500/30600
INFORMATION SCIENCES & SY	31200 1							30000 1	30174 7
ARCHITECTURAL & ENVIRONME									28800 1
BIOLOGICAL			20400 1						
CHEMISTRY				34000 1					

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
GEOLOGY & GEOLOGICAL SCI									35700 2
MATHEMATICS	23000 1								29800 2
PHYSICS									32000 1

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PRINTING		RUBBER PRODUCT	SCIENTIFIC & I		STONE, CLAY, G	TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
BUSINESS ADMIN (INCL MGMT											24000	1
ECONOM & FINANCE (BANKING	112000	1							28000	1	30000	2
MARKETING/MARK MGMT (RESR	311100	2					19300	2	21642	2	23400	3
FOREIGN LANGUAGES											24000	1
LETTERS (incl English, Li									27600	1		
AEROSPACE & AERONAUTICAL									36000	1		
CHEMICAL									31702	2	36467	3
CIVIL											28200	3
ELECTRICAL/ELECTRONIC											34100	4
MECHANICAL				29813	3		24000	1	31789	5		
COMPUTER SCIENCE	311000	1							28250	2		
INFORMATION SCIENCES & SY											27000	3
BIOLOGICAL											34008	1

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26810 184 34500/24000			24468 16	28000 1	27517 6	23921 14	27868 22 40000/25000	
BACHELOR - TECHNICAL	28500 6				32000 1	31625 4	30538 13	31791 50 48000/28000	32638 14

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24167 9	22455 11	19500 5	22468 16		21115 62 28500/15600	31500 2	25135 3	18000 1
BACHELOR - TECHNICAL		22000 1		31500 1		27833 6			

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			22211 9	26533 3	19601 43 29000/16800	20398 12	18200 1	19739 7	25000 1
BACHELOR - TECHNICAL		33500 1	36210 4	31508 20 36700/28836	22937 4	25331 25 36500/20463	27332 20 35040/23000	27045 8	34600 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL					27334 2		14400 1	24167 3	20000 1
BACHELOR - TECHNICAL				30000 1	30631 24 35048/28500	27000 1	34100 4	31019 17	36770 113 41200/33000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26143 7	27275 4	24378 9	27900 10	20000 1				27947 84 33900/25000
BACHELOR - TECHNICAL	33076 58 42000/31200	33402 57 38400/31000	35400 11	33890 4			33060 2	35743 7	35994 374 55000/29400

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	24733 3				19300 2	24721 4	
BACHELOR - TECHNICAL	31000 1		29813 3		24000 1	31485 10	

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	27023 167 34500/24000	25333 58 30600/20000	17500 2						
BUSINESS ADMIN (INCL MGMT			31000 1						
ECONOM & FINANCE (BANKING	26392 2	27304 9		25582 6	28000 1			25992 1	28300 11
MANAGEMENT INFO SYSTEMS	32000 1								
MARKETING/MARK MGMT (RESR									18000 1
COMMUNICATIONS	18000 1								
ELECTRICAL/ELECTRONIC	23096 1								
INDUSTRIAL									31800 1
PETROLEUM									28500 1
COMPUTER SCIENCE	28000 1							32000 1	
INFORMATION SCIENCES & SY		25020 1							
ARCHITECTURAL & ENVIRONME	26500 1								

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		INSURANCE - CL		DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING		PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	
BUSINESS ADMIN (INCL MGMT			22000	2	24157	2								
ECONOK & FINANCE (BANKING	26250	2	22333	3										
HUMAN RSRCS (incl LABOR R			22500	1										
MANAGEMENT INFO SYSTEMS			13200	1										
MARKETING/MARK MGMT (RESR			24773	3	23160	1								
JOURNALISM									15600	1				
LETTERS (incl English, Li													27600	1
CHEMISTRY					31500	1								

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BUSINESS ADMIN (INCL MGMT		24000 1		23333 3			20000 1		
ECONOM & FINANCE (BANKING			28200 1		29982 2		24333 6		
HUMAN RSRCS (incl LABOR R			24500 1						
MARKETING/MARK MGMT (RESR	20000 1	32000 1	22025 4	25988 3	21300 2	28200 1	23376 33 42000/18000		
ADVERTISING							24700 1		
COMMUNICATIONS							19740 5		
JOURNALISM							18000 1		
TEXTILES & CLOTHING			18000 1						
FOREIGN LANGUAGES							24000 1		
LETTERS (incl English, Li	24000 1						17500 1		
HISTORY							24000 1		
PSYCHOLOGY							22500 1		
AEROSPACE & AERONAUTICAL							30500 1		
CHEMICAL							38040 2		
ELECTRICAL/ELECTRONIC							35340 1		
MECHANICAL				31800 2					
ANIMAL SCIENCES							22500 1		
COMPUTER SCIENCE				21500 1			32460 1		
BIOLOGICAL							34008 1		
CHEMISTRY							34000 1		

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
LETTERS (incl English, Li	18200 1								
HUMANITIES - OTHER			22000 1						
CRIMINAL JUSTICE		24352 2							
HISTORY			16000 1						
AEROSPACE & AERONAUTICAL							33384 5		
ARCHITECTURAL							32300 14	29800 2	
CHEMICAL							30902 3	32733 9	35743 8
CIVIL							30302 41 42200/25324	33900 12	34800 1
ELECTRICAL/ELECTRONIC							33182 18		35329 7
INDUSTRIAL									24421 3
MECHANICAL							33393 36 54800/29120	29000 2	34935 34 39500/29500
PETROLEUM							34592 2		36960 5
ENGINEERING TECHNOLOGY							30000 1		
COMPUTER SCIENCE							35000 1		
BIOLOGICAL								19600 1	
GEOLOGY & GEOLOGICAL SCI			21600 1						

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	29400 1								
MANAGEMENT INFO SYSTEMS	28200 2								
AEROSPACE & AERONAUTICAL		21201 1	31500 1			28207 3		30888 1	29333 3
AGRICULTURAL									30667 3
ARCHITECTURAL						30333 3			
CHEMICAL	35000 1				36940 4		37943 155 55000/35000	27054 16	34300 9
CIVIL	34400 1				33500 1			33850 2	36234 6
COMPUTER	28200 2		33540 1						
ELECTRICAL/ELECTRONIC	33513 27 36700/32000	36558 11	32500 15	33286 20 35600/30600	34080 10	36750 2	34803 7	34770 10	32441 22 36000/31200
INDUSTRIAL								31433 3	30900 3
MECHANICAL		27001 2		38400 1	34252 11	32643 7	36311 32 39200/35000	37176 44 54000/32000	32885 38 41040/25440
NUCLEAR									32700 1
PETROLEUM					40000 1	30000 1	41250 26 55000/38000	36571 21 45000/32000	36455 16
ENGINEERING TECHNOLOGY									31200 1
COMPUTER SCIENCE	33667 3	32100 1	30928 4						
ARCHITECTURAL & ENVIRONME									27933 3
GEOLOGY & GEOLOGICAL SCI					41400 1				30000 1
PHYSICS								30000 1	26098 2

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING	30000 1								
BUSINESS ADMIN (INCL MGMT	25000 1								
PSYCHOLOGY									15498 2
BIOENGINEERING & BIOMEDIC									28500 1
ALLIED HEALTH			26329 7					36828 2	

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					28200 1		28200 1		
BUSINESS ADMIN (INCL MGMT					24000 1		25000 1		
ECONOM & FINANCE (BANKING							28933 3		
MANAGEMENT INFO SYSTEMS					27452 23 31500/24000	29780 5	27607 25 33000/24000		
COMMUNICATIONS							29600 1		
LETTERS (incl English, Li					28200 1				
PSYCHOLOGY		18680 1							
COMPUTER					24000 1				
MECHANICAL					23040 1				
AGRIBUSINESS									27000 1
COMPUTER SCIENCE					30760 17	32730 6	32219 17		
INFORMATION SCIENCES & SY					29492 13	31000 1			
BIOLOGICAL									18100 1
MATHEMATICS					25900 2		28533 3		

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		24000 1		23900 3					
BUSINESS ADMIN (INCL MGMT			19100 2	21030 24 45000/12000					
ECONOM & FINANCE (BANKING		27786 7		23906 16					
HOTEL/RESTAURANT MGMT.				18000 1					
MANAGEMENT INFO SYSTEMS		29420 5		29600 1					
MARKETING/MARK MGMT (RESR		26500 2		22169 23 29100/18000					
COMMUNICATIONS			21000 1	23333 3					
JOURNALISM				21267 3					
ELEMENTARY EDUCATION									19154 32 23500/17000
PHYSICAL EDUCATION									21173 4
SPECIAL EDUCATION									21425 4
TEXTILES & CLOTHING				20500 1					
MERCHANDISING MANAGEMENT				17000 1					
LETTERS (incl English, Li									20200 1
HUMANITIES - OTHER				20600 1					14000 1
HISTORY		18000 1							
POLITICAL SCIENCE/GOVT				20200 1					
PSYCHOLOGY				26900 1					
ELECTRICAL/ELECTRONIC		28250 2							
PETROLEUM				20856 1					
COMPUTER SCIENCE		30000 1		27835 3	20195 1				
INFORMATION SCIENCES & SY		29188 8							
ALLIED HEALTH									18300 1

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BIOLOGICAL				20400 1					
CHEMISTRY				33540 1					
GEOLOGY & GEOLOGICAL SCI									43200 1
MATHEMATICS									17500 1
PHYSICS				22000 1					
OTHER PHYSICAL & EARTH SC									19747 1

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26992 171 34500/24000	25597 67 31000/22000	22000 3	25582 6	28000 1			25992 1	27442 12
BACHELOR - TECHNICAL	25865 3	25020 1						32000 1	27150 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	26250 2	22102 10	23824 3			15600 1			27600 1
BACHELOR - TECHNICAL			31500 1						

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	22000 2	28000 2	22686 7	24661 6	25641 4	28200 1	22878 51 42000/18000		
BACHELOR - TECHNICAL				28367 3			33111 8		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	18200 1	24352 2	19000 2						
BACHELOR - TECHNICAL			21600 1				32131 121 54800/27000	32254 26 42200/28200	34722 58 42500/29400

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	28600 3								
BACHELOR - TECHNICAL	33284 34 36700/31500	33963 15	32202 21 37000/30600	33530 21 38400/32000	35008 28 42000/30000	31726 16	37997 220 55000/34800	34767 98 54000/27600	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	27500 2								
BACHELOR - TECHNICAL			26329 7					36828 2	

AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL		18680 1			27377 26 31500/24000	29780 5	27735 31 33000/24000		
BACHELOR - TECHNICAL					29564 34 35400/25000	32483 7	31666 20 38500/26000		22550 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27288 16	19733 3	22220 79 45000/17500					19465 42 27500/17000
BACHELOR - TECHNICAL		29091 11		25757 7	20195 1				24687 4

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AVERAGE SALARY OFFERS MARCH 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 3/8/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	29500 2	49000 1			21750 2	34000 1	31227 4	35000 2	
MBA--TECH								38000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	40000 1								
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH					16000 1	20200 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									
MBA--TECH									29150 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH				39900 1					36425 4
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							25200 1
MBA--TECH							